



CANNON BUILDING  
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DOVER, DELAWARE 19904-2467

STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

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<b>PUBLIC MEETING NOTICE:</b>	<b>REAL ESTATE EDUCATION COMMITTEE</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday November 4, 2010 at 9:30 a.m.</b>
<b>PLACE:</b>	<b>Division of Professional Regulation</b> 861 Silver Lake Boulevard, Cannon Building <b>Second Floor Conference Room A</b> Dover, Delaware

**AMENDED AGENDA**  
(Amended items are marked with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
  - 2.1 Meeting Minutes – October 7, 2010
- 3.0 Unfinished Business
  - 3.1 Discussion Regarding the Revisions of the CE Requirements from the Subcommittee Meeting
  - 3.2 Review Draft Regarding Proposed Changes to CE Requirements for First Time Salespersons
  - 3.3 Discussion Regarding the Revisions of the Broker's Core Course from the Subcommittee Meeting
  - 3.4 CE Audit Review
- 4.0 New Business
  - 4.1 Review of Letters of Intent and Course Evaluations
  - 4.2 Review of Course Provider Applications
    - 4.2.1 Course Provider: Long & Foster
      - 4.2.1.1 Course Title: Social Networking for Real Estate Professionals
      - Credit Hours: 3.0
    - 4.2.2 Course Provider: Sussex County Association of REALTORS

4.2.2.1 Course Title: First Time Home Buyer Financing Programs  
Credit Hours: 3.0

4.2.3 Course Provider: The CE Shop, Inc.

4.2.3.1 Course Title: Basics of Real Estate Taxation  
Credit Hours: 6.0  
4.2.3.2 Course Title: Breaking Barriers: Fair Housing  
Credit Hours: 3.0  
4.2.3.3 Course Title: Cracking the Code of Ethics  
Credit Hours: 3.0  
4.2.3.4 Course Title: Diversity: Your Kaleidoscope of Clients  
Credit Hours: 3.0  
4.2.3.5 Course Title: Foundations of Real Estate Finance  
Credit Hours: 6.0  
4.2.3.6 Course Title: From Contract to Keys: The Mortgage Process  
Credit Hours: 6.0  
4.2.3.7 Course Title: Keeping it Honest: Understanding Real Estate & Mortgage  
Fraud  
Credit Hours: 3.0  
4.2.3.8 Course Title: Real Estate Appraisal for Agents  
Credit Hours: 6.0  
4.2.3.9 Course Title: Real Estate Technology: The Professional's Guide to Success  
Credit Hours: 3.0  
4.2.3.10 Course Title: Selling to Your Sphere of Influence  
Credit Hours: 3.0  
4.2.3.11 Course Title: Title & Escrow: Two Families, One Transaction  
Credit Hours: 3.0

4.2.4 Course Provider: The Frederick Academy of Real Estate

4.2.4.1 Course Title: Legislative Updates 2010  
Credit Hours: 3.0  
4.2.4.2 Course Title: ADA & Fair Housing  
Credit Hours: 3.0  
4.2.4.3 Course Title: Ethics in Real Estate  
Credit Hours: 3.0  
4.2.4.4 Course Title: Tax Free Exchanges  
Credit Hours: 3.0

4.2.5 Course Provider: Eric Braunstein

4.2.5.1 Course Title: Quadrennial Code of Ethics, Agent Etiquette  
Credit Hours: 3.0

\*4.2.6 Course Provider: Association of Realtors School

4.2.6.1 Course Title: Real Estate Marketing Reboot  
Credit Hours: 7.0  
4.2.6.2 Course Title: E-Pro  
Credit Hours: 7.0  
4.2.6.3 Course Title: Values of Green  
Credit Hours: 7.0  
4.2.6.4 Course Title: Understanding Real Estate Taxes and the Appeal Process  
Credit Hours: 3.0  
4.2.6.5 Course Title: How Does Your CMA Compare to the Appraisal?  
Credit Hours: 3.0

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| 4.2.6.6 | Course Title: | Settlement in the Dark; Understanding Settlement and the HUD-1 |
|         | Credit Hours: | 7.0  |
| 4.2.6.7 | Course Title: | Short Sales and Foreclosures                                   |
|         | Credit Hours: | 7.0  |
| 4.2.6.8 | Course Title: | Green Residential Elective                                     |
|         | Credit Hours: | 7.0  |

\*4.2.7 Course Provider: Sterling Education Services, Inc.

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|---------|---------------|---------------------|
| 4.2.7.1 | Course Title: | Landlord-Tenant Law |
|         | Credit Hours: | 8.0                 |

4.3 Review of Instructor Applications

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|--------|---------------------------|---|
| 4.3.1  | <u>Diane Mosley</u>       | Continuing Education: Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Courses/Professional Enhancement: Professional Standards/Ethics/NAR Ethics<br>Broker's Course: Ethics                        |
| 4.3.2  | <u>Michael McAllister</u> | Continuing Education: Legislative Update/ Professional Enhancement: Taxation/Finance/Appraisal/Marketing/Consumer Protection/Legal Aspects/FH Law/RE Ethics/Diversity/Technology/Business Planning/Title & Escrow/Short Sales/HUD Homes/Mortgages |
| 4.3.3  | <u>Eric Braunstein</u>    | Continuing Education: Legislative Update/Salesperson Course Course/Code of Ethics<br>Broker's Course: Ethics  |
| *4.3.4 | <u>Dean Sherwin</u>       | Continuing Education: Professional Enhancement: Green Building  |
| *4.3.5 | <u>Richard Cross</u>      | Continuing Education: Professional Enhancement: Landlord Tenant Law/Ethics<br>Broker's Course: Ethics   |
| *4.3.6 | <u>William Brady</u>      | Continuing Education: Professional Enhancement: Leases/Evictions  |

5.0 Correspondence

- \*5.1 Review Donna Klimowicz's Resume for Consideration of Appointment to the Education Committee to Fill a New Castle County Professional Member Vacancy

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting –December 2, 2010

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,

Real Estate Education Committee

Agenda –November 4, 2010

Page 4

- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.